



PRESS RELEASE

Sales slightly down over the 1st quarter of 2012: -2.15% to €23.99m

Paris, 14th May 2012: Groupe VIAL (ISIN: FR0010340406 – Ticker: VIA), France's leading independent discount industrial joinery group, announces its unaudited consolidated sales for the first quarter to 31st March 2012.

<i>In € millions IFRS</i>	2012	2011	Δ
1st quarter sales	23.99	24.52	-2.15%

Consolidated sales for the 1st quarter of 2012 totalled €24m, a slight decrease of -2.15% compared to the same period of 2011. The weaker performance recorded in March, which was essentially the result of economic effects, was partially offset by the impact of the Sales that took place in January and February.

Over the 1st quarter of 2012, the Group's international subsidiaries recorded growth of +17.66%, with sales totalling €1.5m. In Spain and Portugal, two countries affected by the consumption crisis, the Group instigated promotional actions that resulted in a +3.11% increase in sales. In Bolivia, quarterly activity recorded growth of +60.23% compared to 2011.

The French market, affected by a context of a slowdown in consumption, was also weighed on by poor meteorological conditions in February. Sales were down -3.22% compared to the 1st quarter of 2011, which had recorded buoyant growth.

Within a difficult context, in the 1st quarter of 2012 Groupe Vial confirmed the strength of its integrated business model that enabled it to launch unprecedented promotional offers to boost activity. For the 2nd quarter, in order to limit the expected decrease in activity on the European market, the Group intends to continue implementing targeted sales actions whilst ensuring that it maintains its operating margin.

About Groupe VIAL (www.groupe-vial.com)

Groupe VIAL, listed on Euronext Paris by NYSE Euronext since December 2006, sells and manufactures wood, aluminium and PVC products for the home such as doors, windows, gates and staircases. It offers an unmatched ratio of price to quality, thanks to full control of its supplies, its effective and modern production facilities and its vast distribution network, which at 31st March 2012 comprised 74 stores under the VIAL Menuiseries banner, including 4 in Spain, 1 in Portugal and 5 in Bolivia.

Commercial website: www.vial-menuiseries.com

Compartment C of Euronext Paris, part of the NYSE Euronext Group
Reuters: **VIA.PA** - Bloomberg: **VIA FP**



Groupe VIAL

Patrick Thinet
CEO
investisseurs@groupe-vial.com

NewCap.

Financial communication – Investor relations
Dusan Oresansky / Pierre Laurent
Tel: +33 (0)1 44 71 94 94
Tel: +33 (0)1 44 71 94 90
vial@newcap.fr